

**THE MANKIND PROJECT USA**

**FINANCIAL STATEMENTS**

**DECEMBER 31, 2010**

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## INDEPENDENT AUDITORS' REPORT

Project Council Directors  
The ManKind Project USA  
Evanston, Illinois

We have audited the accompanying statements of financial position of THE MANKIND PROJECT USA (an Illinois nonprofit organization) as of December 31, 2010 and 2009, and the related statements of activities, functional expenses and cash flows for the year ended December 31, 2010. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of THE MANKIND PROJECT USA as of December 31, 2010 and 2009, and the changes in its net assets and its cash flows for the year ended December 31, 2010, in conformity with accounting principles generally accepted in the United States of America.

*Warady & Davis LLP*

March 22, 2012

## STATEMENTS OF FINANCIAL POSITION

As of December 31	2010	2009
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash	\$ 146,751	\$ 159,798
Accounts Receivable	—	5,192
Pledge Receivable	25,000	—
Other Receivables	15,140	23,094
Due from Affiliates	67,087	67,917
Prepaid Expenses	7,202	17,193
Total Current Assets	<u>261,180</u>	<u>273,194</u>
<b>PROPERTY AND EQUIPMENT</b>		
Computer Equipment	9,449	9,449
Software	2,635	2,635
	<u>12,084</u>	<u>12,084</u>
Less Accumulated Depreciation and Amortization	<u>8,035</u>	<u>5,410</u>
	<u>4,049</u>	<u>6,674</u>
	<u>\$ 265,229</u>	<u>\$ 279,868</u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable	\$ 11,482	\$ 30,191
Due to ManKind Project International, net	17,685	—
Accrued Payroll and Related Liabilities	63,137	22,881
Other Accrued Expenses	5,118	—
Deferred Revenue	9,750	31,580
Total Current Liabilities	<u>107,172</u>	<u>84,652</u>
<b>NET ASSETS</b>		
Unrestricted	105,872	189,771
Temporarily Restricted	52,185	5,445
	<u>158,057</u>	<u>195,216</u>
	<u>\$ 265,229</u>	<u>\$ 279,868</u>

## STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2010

	Unrestricted	Temporarily Restricted	Total
SUPPORT AND REVENUES			
Contributions	\$ 184,491	\$ 50,965	\$ 235,456
Program Revenue			
Training and Other Project Fees	363,601		363,601
Conference	118,447		118,447
Leader Dues	25,194		25,194
Certification Fees	9,350		9,350
	<u>516,592</u>		<u>516,592</u>
Other Revenue	<u>6,420</u>		<u>6,420</u>
Net Assets Released from Restrictions	<u>4,225</u>	<u>(4,225)</u>	<u>—</u>
Total Support and Revenues	<u>711,728</u>	<u>46,740</u>	<u>758,468</u>
EXPENSES			
Program Expenses	477,936		477,936
Management and General	197,105		197,105
Fundraising	81,677		81,677
Total Expenses	<u>756,718</u>		<u>756,718</u>
CHANGE IN NET ASSETS	(44,990)	46,740	1,750
Net Assets, Beginning	189,771	5,445	195,216
Transfer of Equity to ManKind Project International	(38,909)	—	(38,909)
NET ASSETS, ENDING	\$ 105,872	\$ 52,185	\$ 158,057

## STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2010

	Program Expenses	Management and General	Fundraising	Total
Award Recognition	\$ 2,166	\$ —	\$ —	\$ 2,166
Bad Debt Expense	—	5,446	—	5,446
Conference and Meetings	81,392	37,565	6,261	125,218
Credit Card and Bank Fees	18,008	2,251	2,251	22,510
Depreciation and Amortization	1,050	1,575	—	2,625
Insurance	55,537	8,979	—	64,516
Interest	—	1,083	—	1,083
Miscellaneous	—	10,958	—	10,958
Payroll Taxes	16,773	2,995	2,994	22,762
Penalties and Fines	—	4,035	—	4,035
Postage	2,074	829	5,391	8,294
Printing and Reproduction	1,806	722	13,795	16,323
Professional Fees	1,479	14,779	—	16,258
Promotions and Brochures	888	—	—	888
Royalties	153,339	—	—	153,339
Salaries	89,075	59,731	33,415	182,221
Scholarships	2,600	—	—	2,600
Stipends	33,090	16,667	—	49,757
Supplies	4,838	1,861	744	7,443
Telephone	1,594	613	245	2,452
Temporary Help	—	—	6,840	6,840
Travel	8,102	22,891	7,678	38,671
Website	4,125	4,125	2,063	10,313
<b>TOTALS</b>	<b>\$ 477,936</b>	<b>\$ 197,105</b>	<b>\$ 81,677</b>	<b>\$ 756,718</b>

## STATEMENT OF CASH FLOWS

For the Year Ended December 31, 2010

## CASH FLOWS FROM OPERATING ACTIVITIES

Change in Net Assets	\$ 1,750
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Adjustments to Reconcile Change in Net Assets to

Net Cash Provided by Operating Activities

Depreciation and Amortization	2,625
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Accounts Receivable	5,192
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Pledge Receivable	(25,000)
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Other Receivables	7,954
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Due from Affiliates	830
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Prepaid Expenses	9,991
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Accounts Payable	(18,709)
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Accrued Payroll and Related Liabilities	40,256
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Other Accrued Expenses	5,118
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Deferred Revenue	(21,830)
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Total Adjustments	6,427
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Net Cash Provided by Operating Activities	8,177
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## CASH FLOWS FROM FINANCING ACTIVITIES

Increase in Due to ManKind Project International	17,685
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Transfer of Equity to ManKind Project International	(38,909)
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Net Cash Used by Financing Activities	(21,224)
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NET DECREASE IN CASH	(13,047)
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Cash, Beginning of Year	159,798
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CASH, END OF YEAR	\$ 146,751
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NOTES TO FINANCIAL STATEMENTS

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**NOTE 1—ORGANIZATION ACTIVITIES**

The ManKind Project USA (the Organization) is an Illinois not-for-profit corporation which provides education and training for men. Until April 2010, the Organization served as the umbrella organization for 39 interdependent chapters worldwide, which conduct advanced training each year. The Organization is supported primarily through sponsored training events and other project fees, conference registrations, leader dues and donor contributions.

In April 2010, an affiliate organization, ManKind Project International, was established to serve as an umbrella organization for all international chapters. At that time, The ManKind Project, now referred to as The ManKind Project USA, transferred \$40,301 of net assets to ManKind Project International. Subsequent to April 2010, The ManKind Project USA serves as the umbrella organization for all domestic chapters.

**NOTE 2—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

This summary of significant accounting policies is presented to assist in understanding the Organization's financial statements. The financial statements and notes are representations of management who is responsible for their integrity and objectivity. These accounting policies conform to U.S. generally accepted accounting principles and have been consistently applied in the preparation of the financial statements.

**FINANCIAL STATEMENT PRESENTATION**

The Organization's policy is to present its financial statements according to the recommendations of the Financial Accounting Standards Board (FASB) Codification topic related to "Financial Statements of Not-for-Profit Organizations" which requires the Organizations to report information regarding its financial position and activities, based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Unrestricted net assets - Net assets that are not subject to donor-imposed stipulations plus those resources for which temporarily donor-imposed stipulations have been satisfied. Unrestricted net assets may otherwise be designated for specific purposes by action of the Board of Directors.

Temporarily restricted net assets - Net assets whose use by the Organization is subject to donor-imposed stipulations that may or will be met either by actions of the Organization, pursuant to those stipulations and/or that expire by the passage of time.

Permanently restricted net assets - Net assets subject to donor-imposed stipulations that the resources be maintained permanently by the Organization. Generally, the donors permit the organization to use or expend all or part of the income earned on those assets to support current operations and, accordingly, income is recorded as unrestricted. The Organization had no permanently restricted net assets as of December 31, 2010 and 2009.

Revenues are reported as increases in unrestricted net assets unless use of the related asset is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets.

## NOTES TO FINANCIAL STATEMENTS

**NOTE 2—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)****USE OF ESTIMATES**

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues, gains and expenses during the reporting period. Actual results could differ from those estimates.

**CONTRIBUTIONS**

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted. When a restriction expires (that is, when a stipulated time restriction ends or purpose of the restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Pledges receivable are reported as temporarily restricted based on implied time restrictions.

**REVENUE RECOGNITION**

The Organization uses the accrual method of accounting. Program fees are recognized as revenue when earned. The amount of fees collected but unearned as of the statement of financial position date are recorded as deferred revenue.

**ACCOUNTS RECEIVABLE**

Accounts receivable are for various program fees and are stated at the amount the Organization expects to collect from balances that are outstanding at year-end. Receivables deemed uncollectible are charged to the allowance in the year they are deemed uncollectible. Any adjustments to the allowance account are charged to the change in net assets. Based on past experience, the Organization considers accounts receivable to be fully collectible and accordingly, no allowance for doubtful accounts has been established. Individual accounts are written off when collection appears doubtful.

**PROPERTY AND EQUIPMENT**

Property and equipment purchases of \$1,000 or more are recorded at cost and depreciated or amortized over their estimated useful lives on a straight-line basis. Major renewals and betterments, which extend the useful life of an asset, are capitalized while routine maintenance and repairs are expensed as incurred.

The estimated useful lives of the assets are as follows:

Computer Equipment.....	5 years
Software .....	3 years

Depreciation and amortization expense was \$2,625 for the year ended December 31, 2010.

## NOTES TO FINANCIAL STATEMENTS

**NOTE 2—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)****FUNCTIONAL ALLOCATION OF EXPENSES**

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Expenses that are directly associated with a particular program or supporting service are charged directly to that functional area. Accordingly, certain other costs have been allocated among the programs and supporting services benefited based on estimates of staff time devoted to the functional areas and other appropriate allocation methods determined by management.

**INCOME TAX STATUS**

The Organization is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue code and, therefore, has made no provision for federal income taxes in the accompanying financial statements. In addition, the Organization has been determined by the Internal Revenue Service not to be a *private foundation* within the meaning of Section 509(a) of the Internal Revenue Code. The Organization is similarly exempt for state purposes.

The Organization files its forms 990 in the U.S. federal jurisdiction. The Organization is generally no longer subject to examination by the Internal Revenue Service for years before 2007.

The Organization has adopted the guidance in the FASB ASC topic related to uncertainty in income taxes which prescribes a comprehensive model for recognizing, measuring, presenting and disclosing in the financial statements uncertain tax positions that the Organization has taken or expects to take in its tax returns. Under the guidance, the Organization may recognize the tax benefit from an uncertain tax position only if it is "more likely than not" that it is sustainable, based on its technical merits. The tax benefits recognized in the financial statements from such a position should be measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement with a taxing authority having full knowledge of all relevant information. The Organization believes that it has appropriate support for the positions taken on its returns.

**NOTE 3—PLEDGE RECEIVABLE**

The pledge receivable represents an unconditional promise to give. At December 31, 2010, there is one pledge which is receivable in less than one year so no discount to net present value is necessary.

**NOTE 4—RELATED PARTY TRANSACTIONS**

Due from Affiliates represents fees collected by the various chapters from its members on behalf of the Organization.

As disclosed in Note 1, the Organization, as it previously was structured, split into two organizations - The ManKind Project USA and ManKind Project, International (MKPI). In 2010, the Organization was charged royalty fees by MKPI of \$152,339 which are incurred based on the size of the region and the number of men initiated each year. Additionally, certain expenses were paid by the Organization on behalf of MKPI during 2010, including payroll of \$108,631. At December 31, 2010, the net amount owed to MKPI was \$17,685.

## NOTES TO FINANCIAL STATEMENTS

**NOTE 5—TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets as of December 31, 2010 represent amounts restricted by the donor for the following purpose:

	<u>2010</u>	<u>2009</u>
Scholarship Diversity Fund .....	\$ 7,185	\$ 5,445
Fund the Plan .....	20,000	—
Technology and Marketing .....	<u>25,000</u>	<u>—</u>
	<u>\$ 52,185</u>	<u>\$ 5,445</u>

Satisfaction of restrictions for the year ended December 31, 2010 were for the following purposes:

Scholarship Diversity Fund .....	\$ 1,600
ACT II Video .....	<u>2,625</u>
	<u>\$ 4,225</u>

**NOTE 6—SUBSEQUENT EVENTS**

Management has evaluated subsequent events through March 22, 2012, the date which the financial statements were available for issue. There were no subsequent events which require disclosure.

The Organization received significant temporarily restricted contributions in 2011 as a result of a Fund the Plan (FTP) initiative. FTP focuses on increasing revenue to fund an executive director, bookkeeper and marketing professionals as well as improve the information technology of the Organization. Additionally, there was a move to increase the financial integrity of the Organization by hiring a CPA to act as the finance director during 2011.

The FTP generated \$20,000 of temporarily restricted revenue as of December 31, 2010 and by the end of April 2011 had generated over \$430,000 of temporarily restricted revenue from individuals and centers in the USA. The Organization is continuing to aggressively pursue similar strategies in 2012 and beyond.